

SteelCentral Portal

Free License Customer Promotion – Act by December 31, 2017

The SteelCentral Portal Promotion is designed to aid our user community to quickly purchase and adopt the new SteelCentral Portal solution. The promotion provides a \$0 SteelCentral Portal license for opportunities with an investment in the SteelCentral portfolio.

Through December 31, 2017, worldwide Riverbed Performance Partner Program (RPPP) members and other Riverbed Authorized System Integrator and Service Provider partners can offer customers Riverbed® SteelCentral™ Portal, a breakthrough software solution for managing application performance in today's hybrid IT environments, for a \$0 license fee. Customers must also separately purchase one year of support with each SteelCentral Portal license. The promotion is available to both new and existing customers.

Eligible Products and Support

The following product and support SKUs are eligible for this promotion (“Eligible Portal SKUs”):

Item	SKU
SteelCentral Portal License	SCPRTL-FNDTN
SteelCentral Portal Support	MNT-SCPRTL-FNDTN

Promotion Eligibility

Since its introduction in 2015, SteelCentral Portal has been broadly adopted by Riverbed’s largest SteelCentral enterprise customers. These customers tend to leverage multiple modules, driving significant revenue. The promotion is designed to accelerate this buying trend. As such, partners are encouraged to leverage this promotion for opportunities with a minimum SteelCentral Net Sales Bookings* threshold of \$150,000.

“SteelCentral Net Sales Bookings” are the bookings realized by Riverbed (but not including expenses, taxes, or shipping charges) for orders submitted directly to Riverbed or through a VAD for the sale of SKUs within the SteelCentral product family.

Terms and Conditions

The SteelCentral Portal Free License Promotion is offered subject to the following terms and conditions:

- Promotional discounts will apply only to purchase SteelCentral product family purchase orders received by December 31, 2017. Partner must satisfy all eligibility criteria in order to receive promotional discounts.
- Only instances of SteelCentral Portal licensed on a perpetual basis are eligible for the free license promotion; term-or-subscription-based instances are excluded from this promotion.

- Each installation of SteelCentral Portal requires its own license. This promotion is available for all licenses purchased.
 - Each free SteelCentral Portal license requires the separate purchase of support. Any support pricing is based on programmatic discounts (no nonstandard discounts), as applicable, but such discounts shall not exceed a maximum total discount of 20% off the then-current list price for end user support.
 - RASP/RASA support for the free SteelCentral Portal license is not available for purchase in connection with this promotion.
- The promotional discounts for Eligible Portal SKUs may not be combined with other nonstandard discounts, programs or promotions. Other SteelCentral SKUs included in an opportunity may be purchased at the programmatic discounts and/or pricing terms agreed to between Riverbed and the partner.
- Riverbed will determine, at its sole discretion, whether an opportunity meets the stated criteria for approval. Riverbed reserves the right to change or cancel any aspects of this promotion at any time.

Call to Action:

Contact all customers who have existing SteelCentral Dashboards, SteelCentral Aternity, SteelCentral AppInternals, SteelCentral AppResponse, SteelCentral NetProfiler, and/or SteelCentral NetIM instances and encourage them to take the free SteelCentral Portal license offer with one year of paid support. Contact existing SteelCentral AppResponse Director customers who are concerned about upgrading to AppResponse 11. New SteelCentral Portal Central Manager capabilities address this gap. Offer free SteelCentral Portal licenses in accordance with this promotion with the purchase of additional SteelCentral Aternity, SteelCentral AppInternals, SteelCentral AppResponse, SteelCentral NetProfiler, and/or SteelCentral NetIM instances that feed into SteelCentral Portal.

About Riverbed

Riverbed, at more than \$1 billion in annual revenue, is the leader in application performance infrastructure, delivering the most complete platform for the hybrid enterprise to ensure applications perform as expected, data is always available when needed, and performance issues can be proactively detected and resolved before impacting business performance. Riverbed enables hybrid enterprises to transform application performance into a competitive advantage by maximizing employee productivity and leveraging IT to create new forms of operational agility. Riverbed's 26,000+ customers include 97% of the *Fortune* 100 and 98% of the *Forbes* Global 100. Learn more at [Riverbed.com/SteelCentralPortal](https://riverbed.com/SteelCentralPortal).

The Riverbed logo consists of the word "riverbed" in a lowercase, sans-serif font. The letters "river" are in a dark blue color, and the letters "bed" are in a bright orange color.